

General Assembly

Raised Bill No. 5512

February Session, 2008

LCO No. 1826

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Referred to Committee on Insurance and Real Estate

Introduced by: (INS)

AN ACT CONCERNING VIATICAL SETTLEMENTS.

Be it enacted by the Senate and House of Representatives in General Assembly convened:

- 1 Section 1. Section 38a-465 of the general statutes is repealed and the
- 2 following is substituted in lieu thereof (*Effective October 1, 2008*):
- 3 As used in sections 38a-465 to [38a-465q] <u>38-465p</u>, inclusive, <u>as</u>
- 4 <u>amended by this act,</u> and subdivision (20) of section 38a-816:
- 5 (1) "Accredited investor" means an accredited investor, as defined in
- 6 17 CFR Section 230.501(a), as amended from time to time.
- 7 (2) "Advertising" or "advertisement" means any written, electronic
- 8 or printed communication or any communication by means of
- 9 recorded telephone messages or transmitted on radio, television, the
- 10 Internet or similar communications media, including, but not limited
- 11 to, film strips, motion pictures and videos, published, disseminated,
- 12 circulated or placed before the public, directly or indirectly, for the
- 13 purpose of creating an interest in or inducing a person to purchase or
- 14 sell a life insurance policy or an interest in a life insurance policy
- pursuant to a viatical settlement contract. [or a viatical settlement

16 purchase agreement.]

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- (3) "Chronically ill" means: (A) Being unable to perform at least two activities of daily living, including, but are not limited to, eating, toileting, transferring, bathing, dressing or continence; (B) requiring substantial supervision to protect from threats to health and safety due to severe cognitive impairment; or (C) having a level of disability similar to that described in subparagraph (A) of this subdivision as determined by the federal Secretary of Health and Human Services.
- 24 (4) "Commissioner" means the Insurance Commissioner.
 - (5) **[**(A)**]** "Financing entity" means an underwriter, placement agent, lender, purchaser of securities, purchaser of a policy or certificate from a viatical settlement provider, credit enhancer, or any entity that has a direct ownership in a policy or certificate that is the subject of a viatical settlement contract: **[**, but:**]**
- [(i)] (A) Whose principal activity related to the transaction is providing funds to effect the viatical settlement or purchase of one or more viaticated policies; and
- [(ii)] (B) Who has an agreement in writing with one or more licensed viatical settlement providers to finance the acquisition of viatical settlement contracts.
- [(B) Financing entity] (6) "Financing entity" does not include a nonaccredited investor or viatical settlement purchaser.
- [(6)] (7) "Financing transaction" means any transaction in which 38 financing is obtained for the purchase, acquisition, transfer or other 39 40 assignment of one or more viatical settlement contracts, viaticated 41 policies or interests in such contracts or policies, including, but not 42 limited to, any secured or unsecured financing, any securitization 43 transaction or any securities offering which is registered or exempt 44 from registration under federal or state securities law, or in which one 45 or more viatical settlement contracts, viaticated policies or interests

- therein are sold, assigned, transferred, pledged, hypothecated or otherwise disposed of.
- 48 (8) "Fraudulent viatical settlement act" means:
- (A) Acts or omissions committed by any person who, knowingly and with intent to defraud, for the purpose of depriving another of property or for pecuniary gain, commits or permits its employees or its agents to engage in acts including, but not limited to:
- 53 (i) Presenting, causing to be presented or preparing with knowledge 54 and belief that it will be presented to or by a viatical settlement 55 provider, viatical settlement broker, insurer, insurance producer or any other person, false material information, or concealing material 56 information, as part of, in support of, or concerning a fact material to 57 58 one or more of the following: (I) An application for the issuance of a 59 viatical settlement contract or policy; (II) the underwriting of a viatical settlement contract or policy; (III) a claim for payment or benefit 60 pursuant to a viatical settlement contract or policy; (IV) premiums paid 61 62 on a policy; (V) payments and changes in ownership or beneficiary 63 made in accordance with the terms of a viatical settlement contract or 64 policy; (VI) the reinstatement or conversion of a policy; (VII) in the solicitation, offer to enter into, or effectuation of a viatical settlement 65 66 contract or policy; (VIII) the issuance of written evidence of viatical 67 settlement contract or policy; (IX) any application for or the existence 68 of or any payments related to a loan secured directly or indirectly by 69 any interest in a policy; or (X) enter into any practice or plan that 70 involves stranger-originated life insurance;
- 71 <u>(ii) Employing any device, scheme or artifice to defraud in the</u> 72 business of viatical settlements;
- (iii) In the solicitation, application or issuance of a policy, employing
 any device, scheme or artifice in violation of state insurable interest
 laws;

- 76 (B) In the furtherance of a fraud or to prevent the detection of a fraud any person commits or permits its employees or its agents to;
- 78 <u>(i) Remove, conceal, alter, destroy or sequester from the</u> 79 <u>commissioner the assets or records of a licensee or other person</u> 80 engaged in the business of viatical settlements;
- 81 <u>(ii) Misrepresent or conceal the financial condition of a licensee,</u> 82 <u>financing entity, insurer or other person;</u>
- 83 <u>(iii) Transact the business of viatical settlements in violation of laws</u>
 84 <u>requiring a license, certificate of authority or other legal authority for</u>
 85 the transaction of the business of viatical settlements;
- 86 <u>(iv) File with the commissioner a document containing false</u> 87 <u>information or otherwise concealing information about a material fact</u> 88 from the commissioner;
- (v) Engage in embezzlement, theft, misappropriation or conversion of monies, funds, premiums, credits or other property of a viatical settlement provider, insurer, insured, owner, insurance, policy owner or any other person engaged in the business of viatical settlements or insurance;
- 94 (vi) Knowingly and with intent to defraud, enter into, broker, or 95 otherwise deal in a viatical settlement contract, the subject of which is 96 a life insurance policy that was obtained by presenting false 97 information concerning any fact material to the policy or by 98 concealing, for the purpose of misleading another, information 99 concerning any fact material to the policy, where the owner or the 100 owner's agent intended to defraud the policy's issuer;
- 101 (vii) Attempt to commit, assist, aid or abet in the commission of, or 102 conspiracy to commit the acts or omissions specified in this subsection; 103 or
- 104 (viii) Misrepresent the state of residence of an owner to be a state or

- jurisdiction that does not have a law substantially similar to this part for the purpose of evading or avoiding the provisions of this part.
- [(7)] (9) "Person" means a natural person or a legal entity, including, but not limited to, an individual, partnership, limited liability company, association, trust or corporation.
- [(8)] (10) "Nonaccredited investor" means an investor that does not qualify as an accredited investor.
- [(9)] (11) "Policy" means an individual or group policy, group certificate, contract or arrangement of life insurance affecting the rights of a resident of the state or bearing a reasonable relation to the state, regardless of whether delivered or issued for delivery in this state.
- 116 [(10)] (12) "Qualified institutional buyer" means a qualified 117 institutional buyer, as defined in 17 CFR Section 230.144A, as amended 118 from time to time.
- [(11)] (13) "Related provider trust" means a titling trust or other trust established by a licensed viatical settlement provider or a financing entity for the sole purpose of holding the ownership or beneficial interest in purchased policies in connection with a financing transaction.
 - [(12)] (14) "Special purpose entity" means a corporation, partnership, trust, limited liability company or other similar entity formed solely to provide, either directly or indirectly, access to institutional capital markets for a financing entity or licensed viatical settlement provider.
- 128 (15) "Stranger-originated life insurance" means a written agreement 129 for the procurement of a new life insurance policy for the benefit of a 130 person who, at the time of policy origination, has no insurable interest 131 in the insured. Such agreements include, but are not limited to, cases in 132 which life insurance is purchased with resources or guarantees from or 133 through a person or entity, who, at the time of policy inception could 134 not lawfully initiate the policy and where, at the time of policy

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- inception, there is a written agreement to directly or indirectly transfer
- the ownership of the policy or the policy benefits to a person who lacks
- insurable interest. Trusts that are created to give the appearance of
- insurable interest and that are used to initiate policies for a person who
- 139 lacks insurable interest violate insurable interest laws and the
- 140 prohibition against wagering on life. "Stranger-originated life
- insurance" does not include those practices set forth in subparagraph
- 142 (B) of subdivision (19) of this section.
- [(13)] (16) "Terminally ill" means having an illness or sickness that
- can reasonably be expected to result in death in twenty-four months or
- 145 less.
- [(14)] (17) "Viatical settlement" means a transaction between a viator
- 147 and a viatical settlement provider in which the viatical settlement
- provider pays compensation or other value in return for the viator's
- assignment, transfer, sale, devise or bequest to the viatical settlement
- provider of the ownership of, or the death benefit payable under, a life
- insurance policy or a certificate.
- [(15)] (18) "Viatical settlement broker" or "broker" means a person
- 153 who, on behalf of a viator and for a fee, commission or other valuable
- 154 consideration, offers or attempts to negotiate viatical settlement
- 155 contracts between a viator and one or more viatical settlement
- providers. "Viatical settlement broker" does not include an attorney,
- 157 certified public accountant or a financial planner accredited by a
- 158 nationally recognized accreditation agency who is retained to
- 159 represent the viator and whose compensation is not paid directly or
- 160 indirectly by the viatical settlement provider or viatical settlement
- 161 purchaser.
- [(16)] (19) (A) "Viatical settlement contract" means:
- [a] (i) A written agreement between a viator and a viatical
- 164 <u>settlement provider</u> establishing the terms under which compensation
- or anything of value will be paid, which compensation or value is less

- 166 than the expected death benefit of a policy in return for the viator's 167 present or future assignment, transfer, sale, devise or bequest of the 168 death benefit or ownership of any portion of the policy; [. A viatical 169 settlement contract includes, but is not limited to, (A) a contract for a 170 loan or other financing transaction with a viator secured primarily by 171 an individual or group life insurance policy, other than a loan by a life 172 insurance company pursuant to the terms of the life insurance contract, 173 or a loan secured by the cash value of a policy, or (B) an agreement 174 with a viator to transfer ownership or change the beneficiary 175 designation at a later date regardless of the date that compensation is 176 paid to the viator.]
- 177 [(17) "Viatical settlement investment agent" means a person who is 178 an appointed or contracted agent of a licensed viatical settlement 179 provider who solicits or arranges the funding for the purchase of a 180 viatical settlement by a viatical settlement purchaser and who is acting 181 on behalf of a viatical settlement provider.]
 - (ii) The transfer for compensation or value of ownership or beneficial interest in a trust or other entity that owns such policy if the trust or other entity was formed or availed of for the principal purpose of acquiring one or more life insurance contracts, which life insurance contract insures the life of a person residing in this state; or
 - (iii) A premium finance loan made for a life insurance policy by a lender to viator on or before the date of issuance of the policy where, pursuant to the terms of such loan, (I) the viator or the insured receives on the date of the premium finance loan a guarantee of a future viatical settlement value of the policy, or (II) the viator or the insured agrees on the date of the premium finance loan to sell the policy or any portion of its death benefit on any date following the issuance of the policy;
- 194 (B) "Viatical settlement contract" does not include:
- 195 (i) A policy loan by a life insurance company pursuant to the terms 196 of the life insurance policy or accelerated death provisions contained in

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197	the life insurance	policy, wheth	<u>er issued</u>	with	the	original	policy	or as
198	a rider;	*				9	•	

- 199 (ii) A premium finance loan, as defined in subparagraph (A)(iii) of 200 subdivision (19) of this section, or any loan made by a bank or other 201 licensed financial institution, provided that neither default on such 202 loan nor the transfer of the policy in connection with such default is 203 pursuant to an agreement or understanding with any other person for 204 the purpose of evading regulation under this part;
- 205 (iii) A collateral assignment of a life insurance policy by an owner of 206 a policy;
- 207 (iv) A loan made by a lender that does not violate sections 38a-162 to 38a-170, inclusive, provided such loan is not specified as described 208 209 in subparagraph (A) of this subdivision and is not otherwise within the 210 definition of a viatical settlement contract;
- 211 (v) An agreement where all the parties are closely related to the 212 insured by blood or law or have a lawful substantial economic interest 213 in the continued life, health and bodily safety of the person insured, or 214 are trusts established primarily for the benefit of such parties;
- 215 (vi) Any designation, consent or agreement by an insured who is an employee of an employer in connection with the purchase by the 216 217 employer, or trust established by the employer, of life insurance on the life of the employee;
- 219 (vii) A bona fide business succession planning arrangement: (I) 220 Between one or more shareholders in a corporation or between a 221 corporation and one or more of its shareholders or one or more trusts 222 established by its shareholders; (II) between one or more partners in a 223 partnership or between a partnership and one or more of its partners 224 or one or more trusts established by its partners; or (III) between one or 225 more members in a limited liability company or between a limited 226 liability company and one or more of its members or one or more

- trusts established by its members; or
- (viii) An agreement entered into by a service recipient or a trust
- 229 established by the service recipient, and a service provider or a trust
- 230 established by the service provider, that performs significant services
- 231 for the service recipient's trade or business.
- [(18)] (20) "Viatical settlement provider" means a person, other than
- 233 a viator, who enters into or effectuates a viatical settlement contract.
- [Viatical settlement provider] "Viatical settlement provider" does not
- 235 include:
- 236 (A) A bank, savings bank, savings and loan association, credit union
- or other licensed lending institution that takes an assignment of a life
- 238 insurance policy as collateral for a loan;
- 239 (B) The issuer of a life insurance policy providing accelerated
- benefits pursuant to section 38a-457 and pursuant to the contract;
- 241 (C) An authorized or eligible insurer that provides stop loss
- 242 coverage to a viatical settlement provider, viatical settlement
- 243 purchaser, financing entity, special purpose entity or related provider
- 244 trust:
- (D) A natural person who enters into or effectuates no more than
- one agreement in a calendar year for the transfer of a life insurance
- 247 policy for any value less than the expected death benefit;
- 248 (E) A financing entity;
- 249 (F) A special purpose entity;
- 250 (G) A related provider trust;
- 251 (H) A viatical settlement purchaser; or
- 252 (I) An accredited investor or qualified institutional buyer who
- purchases a viaticated policy from a viatical settlement provider.

- 254 [(19) "Viatical settlement purchase agreement" means a contract or 255 agreement, entered into by a viatical settlement purchaser, to which 256 the viator is not a party, to purchase a life insurance policy or an 257 interest in a life insurance policy, that is entered into for the purpose of 258 deriving an economic benefit.
- 259 [(20)] (21) "Viatical settlement purchaser" means a person who gives 260 a sum of money as consideration for a life insurance policy or an 261 interest in the death benefits of a life insurance policy, or a person who 262 owns or acquires or is entitled to a beneficial interest in a trust that 263 owns a viatical settlement contract or is the beneficiary of a life 264 insurance policy that has been or will be the subject of a viatical 265 settlement contract, for the purpose of deriving an economic benefit. 266 [Viatical settlement purchaser] "Viatical settlement purchaser" does not 267 include:
- 268 (A) A licensee under this part;
- 269 (B) An accredited investor or qualified institutional buyer;
- 270 (C) A financing entity;
- 271 (D) A special purpose entity; or
- 272 (E) A related provider trust.
- 273 [(21)] (22) "Viaticated policy" means a life insurance policy or 274 certificate that has been acquired by a viatical settlement provider 275 pursuant to a viatical settlement contract.
 - [(22)] (23) "Viator" means the owner of a life insurance policy or a certificate holder under a group policy who enters or seeks to enter into a viatical settlement contract. For the purposes of this part, a viator shall not be limited to an owner of a life insurance policy or a certificate holder under a group policy insuring the life of an individual with a terminal or chronic illness or condition except where specifically provided. [Viator] "Viator" does not include:

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- 283 (A) A licensee under this part;
- (B) An accredited investor or qualified institutional buyer;
- 285 (C) A financing entity;
- (D) A special purpose entity; or
- 287 (E) A related provider trust.
- Sec. 2. Section 38a-465a of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
- 290 (a) Except as otherwise provided in this part, no person may act as a 291 viatical settlement provider [,] or viatical settlement broker [or viatical 292 settlement investment agent] until the person is licensed by the 293 commissioner pursuant to this section, except that any person who 294 holds a resident or nonresident insurance producer license pursuant to 295 chapter 702 may act as a viatical settlement broker [,] and shall be 296 subject to the provisions of subsection (a) of section 38a-11 of the 2008 297 supplement to the general statutes, as amended by this act, sections 298 38a-465 to [38a-465q] 38-465p, inclusive, as amended by this act, and 299 subdivision (20) of section 38a-816, as if such person is a licensed 300 viatical settlement broker.
- (b) Any applicant for a license as a viatical settlement provider [,] or viatical settlement broker [or viatical settlement investment agent] shall submit written application to the commissioner. Such applicants shall provide such information as the commissioner requires. All initial applications shall be accompanied by a filing fee specified in section 38a-11 of the 2008 supplement to the general statutes, as amended by this act.
- 308 (c) Upon the filing of an application and full payment of the license 309 fee, the commissioner shall investigate the applicant and shall issue a 310 license if the commissioner determines that:

- 311 (1) The applicant has provided a detailed plan of operation;
- 312 (2) The applicant is competent and trustworthy, and intends to act 313 in good faith pursuant to the license applied for;
- 314 (3) The applicant has a good business reputation and adequate 315 experience, training or education so as to be qualified in the business 316 for which the license is applied for;
- 317 (4) If the applicant is a corporation, partnership, limited liability 318 company or other legal entity, the applicant has provided a certificate 319 of good standing from its state of domicile and, if such applicant is not 320 domiciled in this state, a certificate of good standing from this state 321 dated not more than fifteen days before or after the date of filing of the 322 application; and
- 323 (5) Neither the applicant, nor any partner, key manager, director, 324 officer or majority stockholder of the applicant has been convicted of a 325 felony.
- 326 (d) Any license issued for a viatical settlement provider [,] or a 327 viatical settlement broker [or a viatical settlement investment agent] shall be in force only until the last day of March in each year, but may 329 be renewed by the commissioner without formality other than proper 330 application. The fees for such licenses shall be assessed annually as provided in section 38a-11 of the 2008 supplement to the general 332 statutes, as amended by this act. If such broker [,] or provider [or 333 investment agent] fails to timely pay the renewal fee, such license shall 334 be automatically revoked if the license fee is not received by the 335 commissioner not later than the fifth day after the commissioner sends 336 by first class mail a written notice of nonrenewal to the principal office 337 of the broker [,] or provider, [or investment agent,] provided such 338 notice may only be mailed after said last day of March.
- 339 (e) The commissioner may, at any time, require the applicant to 340 fully disclose the identity of all of its stockholders, partners, key

- management personnel, directors, officers, members and employees, and the commissioner may deny any application for a license if the commissioner determines that any partner, key manager, director, officer, employee stockholder or member thereof who may materially influence the applicant's conduct fails to meet any of the standards set forth in sections 38a-465 to [38a-465q] 38-465p, inclusive, as amended by this act.
- (f) A viatical settlement provider [,] or viatical settlement broker [or viatical settlement investment agent] shall provide to the commissioner new or revised information about officers, stockholders holding ten per cent or more of the company's stock, partners, directors, members or designated employees not later than thirty days after the change in information.
 - (g) A viatical settlement provider license [,] <u>or</u> a viatical settlement broker license [or a viatical settlement investment agent license] issued to a corporation, partnership, limited liability company or other legal entity authorizes all of such legal entity's stockholders, partners, key managers, directors, officers and employees named in the application for such license, and any supplements to the application, to act on such entity's behalf as if such individuals are licensed. Such authorization shall terminate upon the expiration, suspension or revocation of the viatical settlement provider license [,] <u>or</u> a viatical settlement broker license. [or a viatical settlement investment agent license.]
 - (h) The commissioner shall maintain a complete listing of all viatical settlement providers [,] and viatical settlement brokers [and viatical settlement investment agents] licensed in this state, which shall be available to the general public for inspection.
- Sec. 3. Section 38a-465b of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
- 370 (a) The commissioner may deny a license application, or suspend, 371 revoke or refuse to renew the license of any viatical settlement

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- 372 provider [,] or viatical settlement broker, [or viatical settlement 373 investment agent] if the commissioner determines that:
- 374 (1) There was a material misrepresentation in the license application 375 or in other information submitted to the commissioner;
- 376 (2) The licensee, or any partner, key manager, director, officer or 377 majority stockholder of the licensee has been convicted of a felony, is 378 subject to a final administrative action to suspend or revoke a license 379 granted by the chief insurance regulatory official of another state, or is 380 otherwise shown to be untrustworthy or incompetent to act as a 381 viatical settlement provider [,] or viatical settlement broker; [or viatical 382 settlement investment agent;]
- 383 (3) The licensee has wilfully violated any of the provisions of this 384 part;
- 385 (4) The viatical settlement provider demonstrates a pattern of 386 unreasonably low payments to viators;
- 387 (5) The licensee has been found guilty of or has pleaded guilty or 388 nolo contendere to, any felony, or to a misdemeanor involving fraud or 389 moral turpitude regardless of whether a judgment or conviction has 390 been entered by the court;
- 391 (6) The viatical settlement provider has entered into any viatical 392 settlement contract that has not been approved pursuant to sections 393 38a-465 to [38a-465q] <u>38-465p</u>, inclusive, as amended by this act;
- 394 (7) The viatical settlement provider has failed to honor contractual 395 obligations set out in a viatical settlement contract; [or a viatical 396 settlement purchase agreement;]
- 397 (8) The licensee no longer meets the requirements for initial 398 licensure; or
- 399 (9) The viatical settlement provider has assigned, transferred or

400 pledged a [viatical] viaticated policy to a person other than a viatical 401 settlement provider licensed in this state, a viatical settlement 402 purchaser, an accredited investor, a qualified institutional buyer, a 403 financing entity, special purpose entity or related provider trust.

- 404 (b) If the commissioner denies a license application, or suspends, revokes or refuses to renew the license of a viatical settlement provider [,] or viatical settlement broker, [or viatical settlement investment agent, the applicant or licensee aggrieved by such denial, suspension, 408 revocation or refusal to renew a license may appeal such action in 409 accordance with chapter 54. Hearings may be held by the 410 commissioner or by any person designated by the commissioner. Whenever an individual other than the commissioner acts as the 412 hearing officer, the individual shall submit to the commissioner a 413 memorandum of findings and recommendations upon which the 414 commissioner may base a decision.
- 415 (c) In addition to denying a license application, or suspending, 416 revoking or refusing to renew a license, the commissioner may assess a 417 fine of up to one thousand dollars against a viatical settlement 418 provider [or viatical settlement investment agent] for each wilful 419 violation by the viatical settlement provider of any provision of this 420 part or regulations adopted pursuant to this part.
 - (d) In addition to denying a license application, or suspending, revoking or refusing to renew a license, the commissioner may assess a fine of up to one thousand dollars against a viatical settlement broker if:
 - (1) Such viatical settlement broker has knowingly received a commission or other payment or benefit from a viatical settlement provider who is unlicensed in this state in connection with a viatical settlement contract entered into with a viator resident in this state;
- 429 (2) Such viatical settlement broker has defrauded, misled or 430 mistreated viators; or

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- 431 (3) Such viatical settlement broker has wilfully violated any 432 provision of sections 38a-465 to [38a-465q] <u>38-465p</u>, inclusive, <u>as</u> 433 <u>amended by this act</u>, or regulations adopted pursuant to said sections.
- Sec. 4. Section 38a-465c of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
- 436 No person [may] shall use any form of viatical settlement contract 437 or disclosure statement in this state when dealing with a viator unless 438 such form has been filed with and approved by the commissioner. The 439 commissioner [may] shall disapprove a viatical settlement contract or 440 disclosure statement [,] if the commissioner finds any provision in said 441 form is unreasonable, contrary to the interests of the public, fails to 442 comply with the provisions of sections 38a-465 to [38a-465q] 38-465p, 443 inclusive, as amended by this act, or is misleading to viators or the 444 public.
- Sec. 5. Section 38a-465d of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
 - (a) Except as provided in subsection (b) of this section, on or before the last day of March of each year, each viatical settlement provider shall file with the commissioner an annual statement containing such information as the commissioner may prescribe. The commissioner shall adopt regulations, in accordance with chapter 54, to prescribe the contents of such annual statements.
 - (b) Notwithstanding the provisions of subsection (a) of this section, no licensee [may] shall submit to the commissioner information which identifies any viator except with the express written permission of such viator or the viator's estate or representative.
 - (c) Except as otherwise required or permitted by law, no person, including, but not limited to, any viatical settlement provider, [viatical settlement investment agent,] viatical settlement broker, insurance company, insurance producer, information bureau, rating agency or

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company, or any other person with actual knowledge of an insured's identity, [may] shall disclose such identity to any other person unless such disclosure: (1) Is necessary to effect a viatical settlement between the viator and a viatical settlement provider and the viator has provided prior written consent to such disclosure; (2) is provided in response to an investigation by the commissioner or any other governmental office or agency; (3) [is necessary to effect a viatical settlement purchase agreement between the viatical settlement purchaser and a viatical settlement provider and the viator and insured have provided prior written consent to the disclosure; (4)] is a term of or condition to the transfer of a policy by one viatical settlement provider to another viatical settlement provider; [(5)] (4) is necessary to permit a financing entity, related provider trust or special purpose entity to finance the purchase of policies by a viatical settlement provider and the viator and insured have provided prior written consent to the disclosure; [(6)] (5) is necessary to allow the viatical settlement provider or viatical settlement broker or their authorized representatives to make contacts for the purpose of determining health status; or [(7)] (6) is required to purchase stop loss coverage.

- (d) The commissioner shall not disclose the names of or other data identifying viators unless such disclosure is required by law.
- Sec. 6. Section 38a-465f of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
 - (a) With each application for a viatical settlement, a viatical settlement provider or viatical settlement broker shall provide the viator with at least the following disclosures not later than at the time the application for the viatical settlement contract is signed by all parties. Disclosure to a viator shall include distribution of a brochure developed or authorized by the commissioner describing the process of viatical settlements. The disclosure document shall contain the following language: "All medical, financial or personal information

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493 solicited or obtained by a viatical settlement provider or viatical 494 settlement broker about an insured, including the insured's identity or 495 the identity of family members, a spouse or a significant other may be 496 disclosed as necessary to effect the viatical settlement between the 497 viator and the viatical settlement provider. If you are asked to provide 498 this information, you will be asked to consent to the disclosure. The 499 information may be provided to someone who buys the policy or 500 provides funds for the purchase. You may be asked to renew your 501 permission to share information every two years." The disclosure shall 502 be provided in a separate document that is signed by the viator and 503 the viatical settlement provider or viatical settlement broker and shall 504 provide at least the following disclosures:

- (1) There are possible alternatives to viatical settlement contracts including any accelerated death benefits or policy loans offered under the viator's life insurance policy;
- 508 (2) Some or all of the proceeds of the viatical settlement may be 509 taxable under federal income tax, and assistance should be sought 510 from a professional tax advisor;
 - (3) Receipt of the viatical settlement proceeds may adversely affect the viator's eligibility for Medicaid or other government benefits or entitlements, and advice should be obtained from the appropriate governmental agencies or advisors;
- 515 (4) The viatical settlement provider may assign or otherwise transfer 516 its interests in the viaticated policy to a third party;
 - (5) The viator has the right to rescind a viatical settlement contract for fifteen calendar days after the receipt of the viatical settlement proceeds by the viator, as provided in subsection (c) of section 38a-465g, as amended by this act. If the insured dies during the rescission period, the settlement contract shall be deemed to have been rescinded, subject to repayment of all viatical settlement proceeds and any premiums, loans and loan interest to the viatical settlement

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- 524 provider or viatical settlement purchaser;
- 525 (6) Proceeds of the viatical settlement may be subject to the claims of general creditors;
- 527 (7) Funds will be sent to the viator within two business days after 528 the viatical settlement provider has received the insurer or group 529 administrator's acknowledgment that ownership of the [viatical] 530 <u>viaticated</u> policy or interest in the certificate has been transferred and 531 the beneficiary has been designated pursuant to sections 38a-465 to 532 [38a-465q] 38-465p, inclusive, as amended by this act;
 - (8) Entering into the viatical settlement contract may cause other rights or benefits, including conversion rights and waiver of premium benefits that may exist under the policy or certificate, to be forfeited by the viator and that assistance should be sought from a financial advisor;
 - (9) The insured may be contacted by either the viatical settlement provider or broker or its authorized representative for the purpose of determining the insured's health status. This contact is limited to once every three months following the date the viatical settlement proceeds are released to the viator if the insured has a life expectancy of more than one year, and no more than once per month following such date if the insured has a life expectancy of one year or less.
 - (b) A viatical settlement provider shall provide the viator with at least the following disclosures not later than the date the viatical settlement contract is signed by all parties. The disclosures shall be conspicuously displayed in the viatical settlement contract or in a separate document signed by the viator and the viatical settlement provider or viatical settlement broker, and shall provide at least the following disclosures:
- 552 (1) The affiliation, if any, between the viatical settlement provider 553 and the issuer of the insurance policy to be viaticated;

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- 554 (2) The name, address and telephone number of the viatical settlement provider;
 - (3) If an insurance policy to be viaticated has been issued as a joint policy or involves family riders or any coverage of a life other than the insured under the policy to be viaticated, the viator shall be informed of the possible loss of coverage on the other lives under the policy and shall be advised to consult with the viator's insurance producer or the insurer issuing the policy for advice on the proposed viatical settlement;
 - (4) The dollar amount of the current death benefit payable to the viatical settlement provider under the policy or certificate. If known, the viatical settlement provider shall also disclose the availability of any additional guaranteed insurance benefits, the dollar amount of any accidental death and dismemberment benefits under the policy or certificate and the viatical settlement provider's interest in those benefits;
 - (5) The name, business address, and telephone number of the independent third party escrow agent, and the fact that the viator or owner may inspect or receive copies of the relevant escrow or trust agreements or documents.
 - (c) If the viatical settlement provider transfers ownership or changes the beneficiary of the insurance policy, the viatical settlement provider shall communicate the change in ownership or beneficiary to the insured not later than twenty days after the change.
 - [(d) A viatical settlement provider or its viatical settlement investment agent shall provide the viatical settlement purchaser with at least the following disclosures prior to the date the viatical settlement purchase agreement is signed by all parties. The disclosures shall be conspicuously displayed in any viatical settlement purchase agreement or in a separate document signed by the viatical settlement purchaser and viatical settlement provider or viatical settlement

- 585 investment agent and shall provide at least the following disclosures:
- 586 (1) The purchaser will receive no returns, including, but not limited 587 to, dividends and interest, until the insured dies;
- 588 (2) The actual annual rate of return on a viatical settlement contract 589 is dependent upon an accurate projection of the insured's life 590 expectancy, and the actual date of the insured's death. An annual 591 guaranteed rate of return is not determinable;
- 592 (3) The viaticated life insurance contract should not be considered a 593 liquid purchase because it is impossible to predict the exact timing of 594 the contract's maturity and the funds may not be available until the 595 death of the insured. There is no established secondary market for 596 resale of these contracts by the purchaser;
 - (4) The purchaser may lose all benefits or may receive substantially reduced benefits if the insurer goes out of business during the term of the viatical investment:
- 600 (5) The purchaser is responsible for payment of the insurance 601 premium or other costs related to the policy if required by the terms of 602 the viatical settlement purchase agreement. Such payments may 603 reduce the purchaser's return. If a party other than the purchaser is 604 responsible for the payment, the name and address of that party shall 605 be disclosed;
- 606 (6) The purchaser is responsible for payment of the insurance 607 premiums or other costs related to the policy if the insured returns to 608 good health. The amount of such premiums shall be disclosed, if 609 applicable;
- 610 (7) The name and address of any person providing escrow services 611 and the person's relationship to the broker;
- 612 (8) The amount of any trust fees or other expenses to be charged to 613 the viatical settlement purchaser;

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- (9) Whether the purchaser is entitled to a refund of all or part of the purchaser's investment under the viatical settlement contract if the policy is later determined to be null and void;
- (10) That group policies may contain limitations or caps in the conversion rights, additional premiums may be required to be paid if the policy is converted, the party responsible for the payment of the additional premiums shall be named and, if a group policy is terminated and replaced by another group policy, that there may be no right to convert the original coverage;
 - (11) The risks associated with policy contestability, including, but not limited to, the risk that the purchaser will have no claim or only a partial claim to death benefits if the insurer rescinds the policy within the contestability period;
- (12) Whether the purchaser will be the owner of the policy in addition to being the beneficiary, and if the purchaser is the beneficiary only and not also the owner, the special risks associated with that status, including, but not limited to, the risk that the beneficiary may be changed or the premium may not be paid;
 - (13) (A) The experience and qualifications of the person who determines the life expectancy of the insured, such as in-house staff, independent physicians and specialty firms that weigh medical and actuarial data; (B) the information the determination of life expectancy is based on; and (C) the relationship of the person making the determination to the viatical settlement provider, if any;
- 638 (14) Disclosure to an investor shall include distribution of a 639 brochure, developed or authorized by the commissioner, describing 640 the process of investment in viatical settlements.
- (e) A viatical settlement provider or its viatical settlement investment agent shall provide the viatical settlement purchaser with at least the following disclosures not later than at the time of the

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- The disclosures shall be contained in a document signed by the viatical
- 646 settlement purchaser and viatical settlement provider or viatical
- 647 settlement investment agent and shall provide at least the following
- 648 disclosures:

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- (1) All life expectancy certifications obtained by the provider in the process of determining the price paid to the viator;
 - (2) Whether premium payments or other costs related to the policy have been escrowed. If such costs have been escrowed, disclosure is required regarding the date upon which the escrowed funds will be depleted and whether the purchaser will be responsible for payment of premiums after that date, and, if so, the amount of the premiums;
- 656 (3) Whether premium payments or other costs related to the policy 657 have been waived. If such costs have been waived, disclosure is 658 required regarding whether the investor will be responsible for 659 payment of the premiums if the insurer that wrote the policy 660 terminates the waiver after purchase and the amount of those 661 premiums;
 - (4) The type of policy offered or sold, such as, whole life, term life, universal life or a group policy certificate, any additional benefits contained in the policy, and the current status of the policy;
 - (5) If the policy is term insurance, the special risks associated with term insurance, including, but not limited to, the purchaser's responsibility for additional premiums if the viator continues the term policy at the end of the current term;
 - (6) Whether the policy is contestable;
- (7) Whether the insurer that wrote the policy has any additional rights that could negatively affect or extinguish the purchaser's rights under the viatical settlement contract, what the rights are, and under what conditions the rights are activated;

- (8) The name and address of the person responsible for monitoring the insured's condition, a description of how often the monitoring of the insured's condition is done, how the date of death is determined, and how and when this information will be transmitted to the purchaser.
 - (f) The viatical settlement purchase agreement may be voided by the purchaser at any time before the end of the third day after the disclosures required by subsections (d) and (e) of this section are received by the purchaser.]
- (d) In an application for life insurance, an insurance company may inquire, in addition to other questions it may lawfully pose to a life insurance applicant, whether the proposed owner intends to pay premiums with the assistance of financing from a lender that will use the policy as collateral to support the financing.
 - (1) If, as specified in subparagraph (A)(iii) of subdivision (19) of section 38a-465, as amended by this act, the loan provides funds that can be used for purposes other than paying for premiums, costs and expenses associated with obtaining and maintaining the life insurance policy and loan, the application shall be rejected by the insurance company as a violation of section 38a-465i, as amended by this act.
 - (2) If such loan does not provide funds that can be used for purposes other than paying for premiums, costs and expenses associated with obtaining and maintaining the life insurance policy and loan, the insurance company:
- (A) May make disclosures, including, but not limited to, the following, to the applicant and the insured, in the application or an amendment to the application completed not later than the delivery of the policy: "If you have entered into a loan arrangement where the policy is used as collateral, and the policy does change ownership at some point in the future in satisfaction of the loan, the following may be true: (i) A change of ownership could lead to a stranger owning an

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705	interest in the insured's life; (ii) a change of ownership could in the
706	future limit your ability to purchase future insurance on the insured's
707	life because there is a limit to how much coverage insurers will issue
708	on one life; (iii) should there be a change of ownership and you wish to
709	obtain more insurance coverage on the insured's life in the future, the
710	insured's higher issue age, a change in health status or other factors
711	may reduce the ability to obtain coverage and may result in
712	significantly higher premiums; (iv) you should consult a professional
713	advisor, since a change in ownership in satisfaction of the loan may
714	result in tax consequences to the owner, depending on the structure of
715	the loan"; and

- 716 (B) May require the applicant or the insured to certify that:
- 717 (i) Such applicant or insured has not entered into any agreement or 718 arrangement providing for the future sale of such life insurance policy;
- 719 (ii) The loan arrangement for such policy provides funds sufficient 720 for partial or full payment of the premiums, costs and expenses 721 associated with obtaining and maintaining such life insurance policy, 722 and that such applicant or insured has not entered into any agreement 723 by which such applicant or insured will receive consideration in exchange for procuring such policy; and 724
 - (iii) The borrower has an insurable interest in the insured.
- 726 (e) For each individual life insurance policy or certificate for a group 727 life insurance policy issued by an insurance company, such insurance 728 company shall send written notice to the owner of such policy or 729 certificate where the insured under such policy or certificate is sixty 730 years of age or older, or is known to be terminally ill or chronically ill, 731 that a viatical settlement is an available alternative transaction to such 732 owner at the time of any of the following:
- 733 (1) When a life insurance company receives from such owner a 734 request to surrender, in whole or in part, an individual life insurance

735 j	policy c	or a certificate i	under a g	group life	<u>insurance</u> 1	policy	Ι;

- 736 (2) When a life insurance company receives from such owner a 737 request to receive an accelerated death benefit under an individual life 738 insurance policy or a certificate under a group life insurance policy;
- 739 (3) When a life insurance company receives from such owner a request to collaterally assign an individual life insurance policy or a certificate under a group life insurance policy as security for a loan;
- 742 (4) When a life insurance company sends to such owner a notice of 743 lapse of an individual life insurance policy or a certificate under a 744 group life insurance policy; or
- (5) At any other time that the commissioner may require by rule or
 by regulation.
- Sec. 7. Section 38a-465g of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
- 749 (a) (1) Before entering into a viatical settlement contract, a viatical settlement provider shall obtain:
 - (A) If the viator is the individual whose life is insured by the viator's life insurance policy or certificate, a written statement from a licensed physician that the viator is of sound mind and under no undue influence to enter into the viatical settlement contract; and
 - (B) A witnessed document executed by the insured person in which the person consents to the release of the person's medical records to a viatical settlement provider, viatical settlement broker and the insurance company that issued the life insurance policy covering the life of the insured. The consent for the release of medical records shall only be obtained for the insurance company if the life insurance policy covering the insured was issued within forty-eight months of the date of the viator's application for the viatical settlement contract.

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- (2) Not later than twenty days after a viator executes the documents necessary to transfer any rights under a policy or not later than twenty days after entering any agreement, option, promise or any other form of understanding, expressed or implied, to viaticate the policy, the viatical settlement provider shall give written notice to the insurer that issued the policy that the policy has or will become a viaticated policy. The notice shall be accompanied by the documents required by subdivision (3) of this subsection.
- (3) The viatical settlement provider shall deliver a copy of the medical release required under subparagraph (B) of subdivision (1) of this subsection, a copy of the viator's application for the viatical settlement contract, the notice required under subdivision (2) of this subsection and a request for verification of coverage to the insurer that issued the policy that is the subject of the viatical transaction. The commissioner may adopt regulations, in accordance with chapter 54, to prescribe the form or forms to be used for verification of coverage.
- (4) The insurer shall respond to a request for verification of coverage submitted on an approved form by a viatical settlement provider not later than thirty calendar days after the date the request was received and shall indicate whether, based on the medical evidence and documents provided, the insurer intends, at the time of the response, to pursue an investigation regarding the validity of the policy.
- (5) Prior to or at the time of execution of the viatical settlement contract, the viatical settlement provider shall obtain a witnessed document in which the viator consents to the viatical settlement contract, represents that the viator has a full and complete understanding of the viatical settlement contract, that the viator has a full and complete understanding of the benefits of the life insurance policy, acknowledges that the viator is entering into the viatical settlement contract freely and voluntarily and, for persons with a terminal or chronic illness or condition, acknowledges that the insured has a terminal or chronic illness and that the terminal or chronic illness

or condition was diagnosed after the life insurance policy was issued.

- (6) If a viatical settlement broker performs any of the activities required of the viatical settlement provider under this section, the provider shall be deemed to have fulfilled the requirements of this section.
- (b) All medical information solicited or obtained by any person licensed pursuant to this part shall be subject to applicable provisions of law relating to the confidentiality of medical information.
- (c) Each viatical settlement contract entered into in this state or entered into with residents of this state shall provide that the viator may rescind the viatical settlement contract within fifteen days from the viator's receipt of the viatical settlement proceeds. Such rescission shall be effective only if both notice of rescission is delivered by the viator to the viatical settlement provider and a full return of funds to the viatical settlement provider is made before the expiration of the applicable rescission period. If the insured dies during the rescission period, the viatical settlement contract shall be deemed to have been rescinded, subject to repayment to the viatical settlement provider or viatical settlement purchaser of all viatical settlement proceeds, and any premiums, loans and loan interest that has been paid by the viatical settlement provider or viatical settlement purchaser.
- [(d) The viatical settlement purchaser shall have the right to rescind a viatical settlement contract until the end of the third day after the disclosures required by subsections (d) and (e) of section 38a-465f are received by the purchaser.]
- [(e)] (d) The viatical settlement provider shall instruct the viator to send the executed documents required to effect the change in ownership, assignment or change in beneficiary directly to the independent escrow agent. Not later than two business days after the date the escrow agent receives the document, or not later than two business days after the date the viatical settlement provider receives

the documents if the viator erroneously provides the documents directly to the provider, the provider shall pay or transfer the proceeds of the viatical settlement into an escrow or trust account maintained in a state or federally-chartered financial institution whose deposits are insured by the Federal Deposit Insurance Corporation. Upon payment of the settlement proceeds into the escrow account, the escrow agent shall deliver the original change in ownership, assignment or change in beneficiary forms to the viatical settlement provider or related provider trust. Upon the escrow agent's receipt of the acknowledgment of the properly completed transfer of ownership, assignment or designation of beneficiary from the insurance company, the escrow agent shall pay the settlement proceeds to the viator.

- [(f)] (e) Failure to tender consideration to the viator for the viatical settlement contract within the time set forth in section 38a-465f, as amended by this act, shall render the viatical settlement contract voidable by the viator for lack of consideration until the time such consideration is tendered to, and accepted by, the viator.
- [(g)] (f) No viatical settlement broker shall receive from a viatical settlement provider a fee, commission or other valuable consideration for services rendered to or in connection with viators resident in this state unless such viatical settlement provider is licensed in this state.
- [(h)] (g) Viatical settlement proceeds received by a viator from a licensed viatical settlement provider pursuant to a viatical settlement contract shall not be subject to state taxation under title 12.
- [(i)] (h) Following the consummation of a viatical settlement, no person may initiate contact with the insured under the viaticated policy for purposes of determining the insured's health status (1) more than one time during each consecutive three-month period following the date the viatical settlement proceeds are released to the viator if the insured has an estimated life expectancy of more than one year from such date, or (2) more than one time during each month following such date if the insured has an estimated life expectancy of one year or less.

The viatical settlement provider shall notify the viator of said limitations on contacts with the insured prior to the consummation of the viatical settlement in accordance with section 38a-465f, as amended by this act. The limitations set forth in this subsection shall not apply to any contacts with an insured under a viaticated policy for reasons other than determining the insured's health status. Viatical settlement providers and viatical settlement brokers shall be responsible for the actions of their authorized representatives.

[(i)] (i) An insured shall have the right, where permitted under the life insurance policy or certificate, to assign, transfer, sell or bequest the net death benefit payable under or ownership of a life insurance policy or certificate for any remaining portion of such coverage. An insured shall also have the right, where permitted under the life insurance policy or certificate, to assign, transfer, sell or bequest the net death benefit payable under or ownership of a life insurance policy or certificate at any time such coverage is on disability waiver of premium.

[(k)] (i) Unless otherwise agreed to in writing by the viator and the viatical settlement provider, the amount payable to a viatical settlement provider upon the insured's death shall be the amount (1) which would have been payable to the viatical settlement provider if the insured had died on the first day following the date of the viatical settlement contract, less (2) (A) any double or additional indemnity amount, if any, payable under the viaticated policy if the insured's death is accidental, and (B) all other amounts required to be deducted from the death benefit. Any other additional amounts shall remain payable to the beneficiary last named by the viator prior to entering into the viatical settlement contract, or to such other beneficiary, other than the viatical settlement provider, as the viator may designate after entering into the viatical settlement contract, or in the absence of a designation, to the estate of the viator.

Sec. 8. Section 38a-465i of the general statutes is repealed and the

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following is substituted in lieu thereof (Effective October 1, 2008):

- (a) Each life insurance company licensed in this state shall promptly respond to reasonable requests for policy or certificate information following the receipt of the following documents by the insurer or its agent:
 - (1) An instruction executed by the viator requiring the insurer to release specified information regarding the policy or certificate to a named viatical settlement provider or viatical settlement broker; and
 - (2) A written request for such information from the named viatical settlement provider or viatical settlement broker.
- 900 (b) Requests for the following items are deemed to be reasonable: (1) 901 Ownership of and death benefits payable under the viaticated policy; 902 (2) premium information on the viaticated policy; (3) liens on and 903 assignments and additional benefits of the viaticated policy; (4) waiver 904 of premium of the viaticated policy; and (5) ownership of and 905 assignment provisions under the viaticated policy. The commissioner 906 may adopt regulations, in accordance with chapter 54, to identify 907 additional requests for information which shall also be deemed 908 reasonable.
 - (c) An insurer or third party administrator of a group life insurance policy shall promptly issue an individual conversion policy if the conversion is being requested for the purpose of entering into a viatical settlement contract.
 - (d) Nothing in this section shall be construed to prohibit a policy owner or certificate holder, pursuant to the provisions of the policy or certificate, from assigning rights or benefits under the policy or certificate to a viatical settlement provider or from converting such coverage to an individual life insurance policy.
- 918 (e) No person [may] <u>shall</u> enter into a viatical settlement contract <u>at</u> 919 any time prior to or at the time of application for or issuance of a

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- 920 policy, or within a two-year period from the date of issuance of an 921 insurance policy or certificate unless the viator certifies to the viatical 922 settlement provider that one or more of the following conditions have 923 been met within the two-year period:
- 924 (1) The policy was issued upon the viator's exercise of conversion 925 rights arising out of a group or individual policy, provided the total of the time covered under the conversion policy plus the time covered 926 927 under the prior policy is at least twenty-four months. The time covered 928 under a group policy shall be calculated without regard to any change 929 in insurance carriers, provided the coverage has been continuous and 930 under the same group sponsorship;
 - (2) (A) The viator submits independent evidence to the viatical settlement provider that one or more of the following conditions have been met within the two-year period:
 - (i) The viator or insured is terminally or chronically ill; or
 - (ii) The viator disposes of the viator's entire ownership interests in a closely held corporation pursuant to the terms of a buyout or other similar agreement in effect at the time the insurance policy was initially issued;
 - (B) Copies of the independent evidence described in subparagraph (A) of this subdivision and documents required by subsection (a) of section 38a-465g, as amended by this act, shall be submitted to the insurer when the viatical settlement provider submits a request to the insurer for verification of coverage. The copies shall be accompanied by a letter from the viatical settlement provider that the copies are true and correct copies of the documents received by the viatical settlement provider.
 - (f) If the viatical settlement provider submits to the insurer a copy of the owner or insured's certification described in subdivision (2) of subsection (e) of this section when the provider submits a request to

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- the insurer to effect the transfer of the policy or certificate to the viatical settlement provider, the copy shall be deemed to conclusively establish that the viatical settlement contract satisfies the requirements of this section and the insurer shall timely respond to the request.
- 954 (g) It shall be a violation of this part for any person to:
- 955 (1) Enter into a viatical settlement if such person knows or 956 reasonably should have known that the life insurance policy was 957 obtained by means of a false, deceptive or misleading application for 958 such policy;
- 959 (2) Engage in any transaction, practice or course of business if such 960 person knows or reasonably should have known that the intent was to 961 avoid the notice requirements of this section;
- 962 (3) Engage in any fraudulent viatical settlement act involving a viator who is a resident of this state;
- 964 (4) Issue, solicit, market or otherwise promote the purchase of an 965 insurance policy for the sole purpose of or with the emphasis on 966 entering into a viatical settlement contract;
- 967 (5) Enter into a viatical settlement contract on a policy that was the subject of a premium finance agreement, as specified in subparagraph (A)(iii) of subdivision (19) of section 38a-465, as amended by this act; and
- 971 (6) If an insurer, to (A) prohibit, restrict, limit or impair a life 972 insurance producer from lawfully negotiating a life settlement contract 973 on behalf of an owner, aiding and assisting an owner with a life 974 settlement contract, or otherwise participating in a life settlement 975 transaction under this section, (B) engage in or permit any 976 discrimination between individuals of the same class, same policy 977 amount and equal expectation of life in the rates charged for any life 978 insurance policy or annuity contract based upon an individual's 979 having entered into a life settlement contract or being insured under a

- 980 settled policy, (C) make any false or misleading statement as to the
 981 business of life settlements or financing premiums due for a policy or
 982 to any owner or insured for the purpose of inducing or tending to
 983 induce the owner or insured not to enter into a life settlement contract,
 984 or (D) engage in any transaction, act, practice or course of business or
- 985 <u>dealing which restricts, limits or impairs in any way the lawful transfer</u> 986 of ownership, change of beneficiary or assignment of a policy.
- 987 Sec. 9. Section 38a-465m of the general statutes is repealed and the following is substituted in lieu thereof (*Effective October 1, 2008*):
 - (a) The commissioner may adopt regulations, in accordance with the provisions of chapter 54, to implement the provisions of sections 38a-465 to 38a-465l, inclusive, and sections 38a-465n to [38a-465q] <u>38-465p</u>, inclusive, as amended by this act.
- (b) Such regulations may establish standards for evaluating reasonableness of payments under viatical settlement contracts for persons who are terminally or chronically ill. Such regulations may include, but are not limited to, the regulation of discount rates used to determine the amount paid in exchange for assignment, transfer, sale, devise or bequest of a benefit under a life insurance policy.
 - (c) Such regulations may establish appropriate licensing requirements and standards for continued licensure for viatical settlement providers [,] and viatical settlement investment agents.]
- 1003 (d) The commissioner may require a bond or other mechanism for 1004 financial accountability for viatical settlement providers and brokers.
- (e) Such regulations may adopt rules governing the relationship and responsibilities of [both] insurers, [and] viatical settlement providers, and viatical settlement brokers [and viatical settlement investment agents] during the viatication of a life insurance policy or certificate.
- Sec. 10. Section 38a-465n of the general statutes is repealed and the

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following is substituted in lieu thereof (*Effective October 1, 2008*):

- (a) This section shall apply to the advertising of viatical settlement contracts [, viatical settlement purchase agreements or] <u>and</u> related products or services. Where disclosure requirements are established pursuant to federal law, this section shall be interpreted to minimize or eliminate conflict with the federal law.
- (b) Each person licensed pursuant to this part shall establish and at all times maintain a system of control over the content, form and method of dissemination of all advertisements of its contracts, products and services. Each advertisement, regardless of by whom written, created, designed or presented, shall be the responsibility of the viatical settlement licensee, as well as the individual who created or presented the advertisement. A system of control shall include regular routine notification, at least once a year, to agents and others authorized by the licensee who disseminate advertisements of the requirements and procedures for approval prior to the use of any advertisements not furnished by the licensee.
 - (c) Advertisements shall be truthful and not misleading in fact or by implication. The form and content of an advertisement of a viatical settlement contract, [or viatical settlement purchase agreement,] product or service shall be sufficiently complete and clear so as to avoid deception. The advertisement shall not have the capacity or tendency to mislead or deceive. Whether an advertisement has the capacity or tendency to mislead or deceive shall be determined by the commissioner from the overall impression that the advertisement may be reasonably expected to create upon a person of average education or intelligence within the segment of the public to which it is directed.
 - (d) Certain viatical settlement advertisements are deemed false and misleading on their face and are prohibited. False and misleading viatical settlement advertisements include, but are not limited to, advertisements that include the following representations:

- (1) "Guaranteed", "fully secured", "100 per cent secured", "fully insured", "secure", "safe", "backed by rated insurance companies", "backed by federal law", "backed by state law", "state guaranty funds" or similar representations;
- 1045 (2) "No risk", "minimal risk", "low risk", "no speculation", "no fluctuation" or similar representations;
- (3) [Qualified or approved for individual retirement accounts, Roth IRAs, 401(k) plans, simplified employee pensions, 403(b) plans, Keogh plans, TSA] "Qualified or approved for individual retirement accounts", "Roth IRAs", "401(k) plans", "simplified employee pensions", "403(b) plans", "Keogh plans", "TSA" or other retirement account rollovers, "tax deferred" or similar representations;
- 1053 (4) Utilization of the word "guaranteed" to describe the fixed return, 1054 annual return, principal, earnings, profits, investment or similar 1055 representations;
- 1056 (5) "No sales charges or fees" or similar representations;
- 1057 (6) "High yield", "superior return", "excellent return", "high return", 1058 "quick profit" or similar representations;
- 1059 (7) Purported favorable representations or testimonials about the 1060 benefits of viatical settlement contracts or viatical settlement purchase 1061 agreements as an investment, taken out of context from newspapers, 1062 trade papers, journals, radio and television programs, and all other 1063 forms of print or electronic media.
 - (e) The information required to be disclosed under this section shall not be minimized, rendered obscure or presented in an ambiguous fashion or intermingled with the text of the advertisement so as to be confusing or misleading. An advertisement shall not:
- 1068 (1) Omit material information or use words, phrases, statements, 1069 references or illustrations if the omission or use has the capacity,

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1070 tendency or effect of misleading or deceiving viators, purchasers or 1071 prospective purchasers as to the nature or extent of any benefit, loss 1072 covered, premium payable, or state or federal tax consequence. The 1073 fact that the viatical settlement contract [or viatical settlement purchase 1074 agreement] offered is made available for inspection prior to 1075 consummation of the sale, or an offer is made to refund the payment if 1076 the viator is not satisfied or that the viatical settlement contract [or 1077 viatical settlement purchase agreement] includes a "free look" period 1078 that satisfies or exceeds legal requirements shall not remedy 1079 misleading statements;

- 1080 (2) Use the name or title of a life insurance company or a life 1081 insurance policy unless the advertisement has been approved by the 1082 insurance company;
 - (3) Represent that premium payments will not be required to be paid on the life insurance policy that is the subject of a viatical settlement contract [or viatical settlement purchase agreement] in order to maintain that policy unless that is the fact;
 - (4) State or imply that interest charged on an accelerated death benefit or a policy loan is unfair, inequitable or in any manner an incorrect or improper practice;
 - (5) Include the words "free", "no cost", "without cost", "no additional cost", "at no extra cost" or words of similar meaning with respect to any benefit or service unless true. An advertisement may specify the charge for a benefit or a service or may state that a charge is included in the payment or use other appropriate language;
 - (6) Include testimonials, appraisals or analysis that are not genuine. Testimonials, appraisals and analysis shall (A) represent the current opinion of the author; (B) be applicable to the viatical settlement contract, [or viatical settlement purchase agreement,] product or service advertised, if any; and (C) be accurately reproduced with sufficient completeness to avoid misleading or deceiving prospective

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- 1101 viators or purchasers as to the nature or scope of the testimonials, 1102 appraisals, analysis or endorsement. In using testimonials, appraisals 1103 or analysis, the licensee makes as its own all the statements contained 1104 therein, and the statements shall be subject to the provisions of this 1105 subdivision.
 - (i) If the individual making a testimonial, appraisal, analysis or an endorsement has a financial interest in the viatical settlement provider or related entity as a stockholder, director, officer, employee or otherwise, or receives any benefit directly or indirectly other than required union scale wages, that fact shall be prominently disclosed in the advertisement.
 - (ii) An advertisement shall not state or imply that a viatical settlement contract, [or viatical settlement purchase agreement,] benefit or service has been approved or endorsed by a group of individuals, society, association or other organization unless that is the fact and unless any relationship between an organization and the viatical settlement licensee is disclosed. If the entity making the endorsement or testimonial is owned, controlled or managed by the viatical settlement licensee, or receives any payment or other consideration from the viatical settlement licensee for making an endorsement or testimonial, that fact shall be disclosed in the advertisement.
- 1123 (iii) When an endorsement refers to benefits received under a 1124 viatical settlement contract, [or viatical settlement purchase agreement] 1125 all pertinent information shall be retained for a period of five years 1126 after its use.
 - (f) An advertisement shall not contain statistical information unless the information accurately reflects recent and relevant facts. The source of all statistics used in an advertisement shall be identified.
- 1130 (g) An advertisement shall not disparage insurers, viatical 1131 settlement providers, viatical settlement brokers, [viatical settlement

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- 1132 investment agents,] insurance producers, policies, services or methods 1133 of marketing.
- 1134 (h) The name of the licensee shall be clearly identified in all 1135 advertisements about the licensee or its viatical settlement contract, [or 1136 viatical settlement purchase agreements,] products or services, and if 1137 any specific viatical settlement contract [or viatical settlement purchase 1138 agreement] is advertised, the viatical settlement contract [or viatical 1139 settlement purchase agreement] shall be identified either by form 1140 number or some other appropriate description. If an application is part of the advertisement, the name of the viatical settlement provider shall 1141 1142 be shown on the application.
 - (i) An advertisement shall not use a trade name, group designation, name of the parent company of a licensee, name of a particular division of the licensee, service mark, slogan, symbol or other device or reference without disclosing the name of the licensee, if the advertisement would have the capacity or tendency to mislead or deceive as to the true identity of the licensee, or to create the impression that a company other than the licensee would have any responsibility for the financial obligation under a viatical settlement contract. [or viatical settlement purchase agreement.]
 - (j) An advertisement shall not use any combination of words, symbols or physical materials that by their content, phraseology, shape, color or other characteristics are so similar to a combination of words, symbols or physical materials used by a government program or agency or otherwise appear to be of such a nature that they tend to mislead prospective viators or purchasers into believing that the solicitation is in some manner connected with a government program or agency.
 - (k) An advertisement may state that a licensee is licensed in the state where the advertisement appears, provided it does not exaggerate that fact or suggest or imply that competing licensees may not be so licensed. The advertisement may ask the audience to consult the

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- 1166 provider [,] or viatical settlement broker [or viatical settlement
- investment agent] is licensed.
- (l) An advertisement shall not create the impression that the viatical settlement provider, its financial condition or status, the payment of its claims or the merits, desirability, or advisability of its viatical settlement contracts [or viatical settlement purchase agreement forms] are recommended or endorsed by any government entity.
- 1173 (m) The name of the licensee shall be stated in all of the licensee's 1174 advertisements. An advertisement shall not use a trade name, any 1175 group designation, name of any affiliate or controlling entity of the 1176 licensee, service mark, slogan, symbol or other device in a manner that 1177 would have the capacity or tendency to mislead or deceive as to the 1178 true identity of the licensee or create the false impression that an 1179 affiliate or controlling entity would have any responsibility for the financial obligation of the licensee. 1180
- 1181 (n) An advertisement shall not directly or indirectly create the 1182 impression that any division or agency of the state or of the United 1183 States government endorses, approves or favors:
- 1184 (1) Any licensee or its business practices or methods of operation;
- 1185 (2) The merits, desirability or advisability of any viatical settlement contract; [or viatical settlement purchase agreement;]
- 1187 (3) Any viatical settlement contract; [or viatical settlement purchase 1188 agreement;] or
- 1189 (4) Any life insurance policy or life insurance company.
- 1190 (o) If the advertisement emphasizes the speed with which the 1191 viatication will occur, the advertisement shall disclose the average time 1192 frame from completed application to the date of offer and from

- 1193 acceptance of the offer to receipt of the funds by the viator.
- 1194 (p) If the advertisement emphasizes the dollar amounts available to
- 1195 viators, the advertisement shall disclose the average purchase price as
- 1196 a per cent of face value obtained by viators contracting with the
- 1197 licensee during the past six months.
- 1198 (q) No advertising by any person shall solicit, market or otherwise
- 1199 promote the purchase of an insurance policy for the sole purpose of or
- with the primary emphasis on entering into a viatical settlement 1200
- contract. 1201
- 1202 Sec. 11. Section 38a-465p of the general statutes is repealed and the
- 1203 following is substituted in lieu thereof (*Effective October 1, 2008*):
- 1204 (a) A viatical settlement investment agent shall not have any
- 1205 contact directly or indirectly with the viator or have knowledge of the
- 1206 identity of the viator.
- 1207 (b) A viatical settlement investment agent is deemed to represent
- 1208 the viatical settlement provider for whom the viatical settlement
- 1209 investment agent is an appointed or contracted agent.]
- 1210 A related provider trust shall have a written agreement with the
- 1211 licensed viatical settlement provider under which the licensed viatical
- 1212 settlement provider is responsible for ensuring compliance with all
- 1213 statutory and regulatory requirements and under which the trust
- 1214 agrees to make all records and files related to viatical settlement
- 1215 transactions available to the commissioner as if those records and files
- 1216 were maintained directly by the licensed viatical settlement provider.
- 1217 Sec. 12. Subsection (a) of section 38a-11 of the 2008 supplement to
- 1218 the general statutes is repealed and the following is substituted in lieu
- 1219 thereof (Effective October 1, 2008):
- 1220 (a) The commissioner shall demand and receive the following fees:
- 1221 (1) For the annual fee for each license issued to a domestic insurance

1222 company, one hundred dollars; (2) for receiving and filing annual 1223 reports of domestic insurance companies, twenty-five dollars; (3) for 1224 filing all documents prerequisite to the issuance of a license to an 1225 insurance company, one hundred seventy-five dollars, except that the 1226 fee for such filings by any health care center, as defined in section 38a-1227 175, shall be one thousand one hundred dollars; (4) for filing any 1228 additional paper required by law, fifteen dollars; (5) for each certificate 1229 of valuation, organization, reciprocity or compliance, twenty dollars; 1230 (6) for each certified copy of a license to a company, twenty dollars; (7) 1231 for each certified copy of a report or certificate of condition of a 1232 company to be filed in any other state, twenty dollars; (8) for 1233 amending a certificate of authority, one hundred dollars; (9) for each 1234 license issued to a rating organization, one hundred dollars. In 1235 addition, insurance companies shall pay any fees imposed under 1236 section 12-211; (10) a filing fee of twenty-five dollars for each initial 1237 application for a license made pursuant to section 38a-769; (11) with 1238 respect to insurance agents' appointments: (A) A filing fee of twenty-1239 five dollars for each request for any agent appointment, except that no 1240 filing fee shall be payable for a request for agent appointment by an 1241 insurance company domiciled in a state or foreign country which does 1242 not require any filing fee for a request for agent appointment for a 1243 Connecticut insurance company; (B) a fee of forty dollars for each 1244 appointment issued to an agent of a domestic insurance company or 1245 for each appointment continued; and (C) a fee of twenty dollars for 1246 each appointment issued to an agent of any other insurance company 1247 or for each appointment continued, except that no fee shall be payable 1248 for an appointment issued to an agent of an insurance company 1249 domiciled in a state or foreign country which does not require any fee 1250 for an appointment issued to an agent of a Connecticut insurance 1251 company; (12) with respect to insurance producers: (A) An 1252 examination fee of seven dollars for each examination taken, except 1253 when a testing service is used, the testing service shall pay a fee of 1254 seven dollars to the commissioner for each examination taken by an 1255 applicant; (B) a fee of forty dollars for each license issued; (C) a fee of forty dollars per year, or any portion thereof, for each license renewed; and (D) a fee of forty dollars for any license renewed under the transitional process established in section 38a-784; (13) with respect to public adjusters: (A) An examination fee of seven dollars for each examination taken, except when a testing service is used, the testing service shall pay a fee of seven dollars to the commissioner for each examination taken by an applicant; and (B) a fee of one hundred twenty-five dollars for each license issued or renewed; (14) with respect to casualty adjusters: (A) An examination fee of ten dollars for each examination taken, except when a testing service is used, the testing service shall pay a fee of ten dollars to the commissioner for each examination taken by an applicant; (B) a fee of forty dollars for each license issued or renewed; and (C) the expense of any examination administered outside the state shall be the responsibility of the entity making the request and such entity shall pay to the commissioner one hundred dollars for such examination and the actual traveling expenses of the examination administrator to administer such examination; (15) with respect to motor vehicle physical damage appraisers: (A) An examination fee of forty dollars for each examination taken, except when a testing service is used, the testing service shall pay a fee of forty dollars to the commissioner for each examination taken by an applicant; (B) a fee of forty dollars for each license issued or renewed; and (C) the expense of any examination administered outside the state shall be the responsibility of the entity making the request and such entity shall pay to the commissioner one hundred dollars for such examination and the actual traveling expenses of the examination administrator to administer such examination; (16) with respect to certified insurance consultants: (A) An examination fee of thirteen dollars for each examination taken, except when a testing service is used, the testing service shall pay a fee of thirteen dollars to the commissioner for each examination taken by an applicant; (B) a fee of two hundred dollars for each license issued; and (C) a fee of one hundred twenty-five dollars for each license renewed; (17) with respect to surplus lines brokers: (A)

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An examination fee of ten dollars for each examination taken, except when a testing service is used, the testing service shall pay a fee of ten dollars to the commissioner for each examination taken by an applicant; and (B) a fee of five hundred dollars for each license issued or renewed; (18) with respect to fraternal agents, a fee of forty dollars for each license issued or renewed; (19) a fee of thirteen dollars for each license certificate requested, whether or not a license has been issued; (20) with respect to domestic and foreign benefit societies shall pay: (A) For service of process, twenty-five dollars for each person or insurer to be served; (B) for filing a certified copy of its charter or articles of association, five dollars; (C) for filing the annual report, ten dollars; and (D) for filing any additional paper required by law, three dollars; (21) with respect to foreign benefit societies: (A) For each certificate of organization or compliance, four dollars; (B) for each certified copy of permit, two dollars; and (C) for each copy of a report or certificate of condition of a society to be filed in any other state, four dollars; (22) with respect to reinsurance intermediaries: A fee of five hundred dollars for each license issued or renewed; (23) with respect to viatical settlement providers: (A) A filing fee of thirteen dollars for each initial application for a license made pursuant to section 38a-465a, as amended by this act; and (B) a fee of twenty dollars for each license issued or renewed; (24) with respect to viatical settlement brokers: (A) A filing fee of thirteen dollars for each initial application for a license made pursuant to section 38a-465a; and (B) a fee of twenty dollars for each license issued or renewed; (25) [with respect to viatical settlement investment agents: (A) A filing fee of thirteen dollars for each initial application for a license made pursuant to section 38a-465a, as amended by this act; and (B) a fee of twenty dollars for each license issued or renewed; (26)] with respect to preferred provider networks, a fee of two thousand five hundred dollars for each license issued or renewed; [(27)] (26) with respect to rental companies, as defined in section 38a-799, a fee of forty dollars for each permit issued or renewed; [(28)] (27) with respect to medical discount plan organizations licensed under section 38a-479rr, a fee of five hundred

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- 1325 pharmacy benefits managers, an application fee of fifty dollars for each
- 1326 registration issued or renewed; and [(30)] (29) with respect to each
- 1327 duplicate license issued a fee of twenty-five dollars for each license
- 1328 issued.
- 1329 Sec. 13. Subsection (a) of section 38a-25 of the general statutes is
- 1330 repealed and the following is substituted in lieu thereof (Effective
- 1331 October 1, 2008):
- 1332 (a) The Insurance Commissioner is the agent for receipt of service of
- 1333 legal process on the following:
- 1334 (1) Foreign and alien insurance companies authorized to do
- 1335 business in this state in any proceeding arising from or related to any
- 1336 transaction having a connection with this state.
- 1337 (2) Fraternal benefit societies authorized to do business in this state.
- 1338 (3) Insurance-support organizations as defined in section 38a-976,
- 1339 transacting business outside this state which affects a resident of this
- 1340 state.
- 1341 (4) Risk retention groups, as defined in section 38a-250.
- 1342 (5) Purchasing groups designating the Insurance Commissioner as
- 1343 agent for receipt of service of process pursuant to section 38a-261.
- 1344 (6) Eligible surplus lines insurers authorized by the commissioner to
- 1345 accept surplus lines insurance.
- 1346 (7) Except as provided by section 38a-273, unauthorized insurers or
- 1347 other persons assisting unauthorized insurers who directly or
- 1348 indirectly do any of the acts of insurance business as set forth in
- 1349 subsection (a) of section 38a-271.
- 1350 (8) The Connecticut Insurance Guaranty Association and the
- 1351 Connecticut Life and Health Insurance Guaranty Association.

- 1352 (9) Insurance companies designating the Insurance Commissioner 1353 as agent for receipt of service of process pursuant to subsection (g) of 1354 section 38a-85.
- 1355 (10) Nonresident insurance producers and nonresident surplus lines 1356 brokers licensed by the Insurance Commissioner.
- 1357 (11) Viatical settlement providers [,] <u>and</u> viatical settlement brokers 1358 [, and viatical settlement investment agents] licensed by the commissioner.
- 1360 (12) Nonresident reinsurance intermediaries designating the 1361 commissioner as agent for receipt of service of process pursuant to 1362 section 38a-760b.
- 1363 (13) Workers' compensation self-insurance groups, as defined in section 38a-1001.
- 1365 (14) Persons alleged to have violated any provision of section 38a-1366 130.
- 1367 (15) Captive insurers, as defined in section 38a-91k.
- Sec. 14. (*Effective October 1, 2008*) Section 38a-465q of the general statutes is repealed.

This act shall take effect as follows and shall amend the following sections:				
Section 1	October 1, 2008	38a-465		
Sec. 2	October 1, 2008	38a-465a		
Sec. 3	October 1, 2008	38a-465b		
Sec. 4	October 1, 2008	38a-465c		
Sec. 5	October 1, 2008	38a-465d		
Sec. 6	October 1, 2008	38a-465f		
Sec. 7	October 1, 2008	38a-465g		
Sec. 8	October 1, 2008	38a-465i		
Sec. 9	October 1, 2008	38a-465m		
Sec. 10	October 1, 2008	38a-465n		

Sec. 11	October 1, 2008	38a-465p
Sec. 12	October 1, 2008	38a-11(a)
Sec. 13	October 1, 2008	38a-25(a)
Sec. 14	October 1, 2008	Repealer section

Statement of Purpose:

To make conforming changes to the viatical settlement statutes.

[Proposed deletions are enclosed in brackets. Proposed additions are indicated by underline, except that when the entire text of a bill or resolution or a section of a bill or resolution is new, it is not underlined.]